

RECEIVED

OFFICE OF THE CITY MANAGER

LTC#

249-2012

2012 SEP 31 PM 4: 36

CITY CLEMETS BRITO COMMISSION

To:

Mayor Matti Herrera Bower and Members of the City Commission

From:

Kathie G. Brooks, Interim City Manager

Date:

October 1, 2012

Subject:

Evaluation Committees Related to Request for Proposals (RFP) No. 53-11/12 for the Provision of Various Banking Services to the City of Miami Beach for a Five-Year Period with Five One-Year Renewal Options and RFP No. 54-11/12 for the Provision of Credit Card Merchant Processing Services to the City of Miami Beach, for a Five-Year Period with Five One-Year Renewal Options

The purpose of this LTC is to update the Mayor and City Commission on Request for Proposals (RFP) No. 53-11/12 and 54-11/12, which seeks to establish an agreement with reputable firms for the provision of various banking and credit card merchant processing services respectively.

I am considering appointing the following individuals to serve on the Evaluation Committees for both RFPs:

- Mario Coryell, Resident and Loan Review Committee Member
- Jacqueline Lalonde, Resident and Budget Advisory Committee Member
- Joe Londono, Resident and Leadership Academy Graduate
- Juan Rodriguez, Treasury Manager, Finance Department
- Allison Williams, Chief Accountant, Finance Department

I am also considering the following individuals as alternates:

- Georgette Daniels, Senior Management and Budget Analyst, OBPI
- Mayra Diaz-Buttacavoli, Resident and Loan Review Committee Member
- John Gardiner, Resident and Budget Advisory Committee Member
- David Lancz, Resident and Budget Advisory Committee Member
- James Sutter, Internal Auditor, OBPI
- Juan Torres, Resident and Loan Review Committee Member

I would appreciate your comments and/or suggestions by Friday, October 5, 2012.

Thank you.

C: Raul Aguila, Chief Deputy City Attorney Ralph Granado, City Clerk

F:\PURC\\$ALL\THEO\RFP\RFP53-11-12 - Banking Services\RFP 53-11-12 - Eval Committee LTC.docx

# JOSE FERNANDO ("JOE") LONDONO

1325 Meridian Avenue, Apt. 4 ♦ Miami Beach, FL 33139 ♦ 850-890-1246

#### **CAREER PROFILE**

Financial executive with record of progressive accomplishment and leadership. Headquarter experience working with money-center banks, institutional investors, and private clients in areas of partnerships, corporate banking, investing, and realty. Spanish speaker with live-work experience in Latin America. Diverse qualifications include financial strategy and management, new business development, and ability to work in stressful situations. Specific qualifications include:

- > Credit, financial statement, and projection analysis
- > Operational management of new build project
- > New business development at CFO level
- ➤ Investment and underwriting written analysis
- > Preparation of policy and committee documents
- > Corporate and realty market analysis and research
- > Financial structuring and loan workout
- Financial modeling and cash flow management
- > Partnership restructuring and debt negotiation
- > Financial institution relationship management

### **EDUCATION & CERTIFICATIONS**

- Columbia Business School; Received MBA Accounting & Finance.
- University of Pennsylvania; Received BA Economics (Magna Cum Laude).
- Wharton School of Business; Received Fellowship (Zweig) Foreign Currency Exchange Rates.
- Chartered Financial Analyst (CFA); Chartered Realty Investor Associate (CRI Associate); Real Estate Licensee.

### FINANCIAL EXECUTIVE EXPERIENCE

## JFL Holdings LLC/ Financing Director; (Miami, FL)

1999 to Present

- Modeled cash flows to obtain refinancing on \$8 MM acquisition/development and commercial construction loan.
- Prepared client specific marketing materials including creation of in-house investment return spreadsheets.
- Marketed recapitalization product to large companies (e.g. Perry Ellis/Navarro). Designated agent on \$18 MM LOI bids.
- Appointed project manager on \$3.3 MM project. Tracked/budgeted cash flows and managed escrow and construction accounts. Owner representative with government officials, engineers, contractors, and various suppliers.
- Negotiated lender-partnership workouts on defaulted debt and partnership restructuring. Managed partner substitution on \$10 MM project and achieved 100%+ investor return in less than 2 years.
- Clientele includes: The Easton Group, Safeca LLC, Wood Partners.

### Royal Bank of Canada/ Sr Manager Loan Syndications; (New York, NY)

1997-1999

- Marketed and advised "blue chip" Latin American-based corporations to meet strategic and working capital needs.
- Originated and closed \$520 MM of transactions.
- Drafted all loan syndication books based on coordination and spearheading of due diligence with client and banks.
- Crafted pro-forma financials, term sheets, debt agreements, and commitment letters while working with CFOs, finance managers, engineers, in-house capital markets team, banking syndicate community, and lawyers.
- Clientele included: Grupo Minero México, Codelco, and SQM.

### Corporación Andina de Fomento/ Officer Loan Syndication and Sales; (Caracas, Venezuela)

1995-1997

- Marketed contract-based and corporate credit transactions to Latin-based CFOs. Closed \$144 MM of loans.
- Restructured and sold loan assets based on segmentation strategy. Recycled \$65 MM of capital for new uses.
- Worked with HQ offices of international banks, multi-laterals, and governmental agencies and regulators. Developed hundreds of banking relationships in NYC, Europe, and Latin America.
- Started platform, trained corporate officers and internal teams; Drafted corporate policy statements. Created 3 person product team covering Colombia, Bolivia, Peru, Ecuador, and Venezuela.
- Completed financial analysis and creation of written financial proposal packages for international co-lenders.
- Clientele included: Banco Weise, Bolivian Power Company, Vencemos.

### FINANCIAL ANALYST EXPERIENCE

Sun Life of Canada; (Wellseley Hills, MA). Sourced, analyzed, and managed investments for \$450 MM bond portfolio. Bank of Boston; (Boston, MA). Credit and risk management assessment of \$1.4 billion of performing and NP loans. Chemical Bank; (New York, NY) Financial modeling/bond underwriting. Closed \$140MM of new bonds and advisory.

### **COMMUNITY INVOLVEMENT**